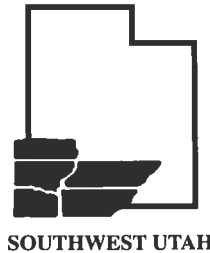


## Five County Association of Governments

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### \*\*\* M E M O R A N D U M \*\*\*

**TO:** Five County AOG Steering Committee Members  
**FROM:** <sup>DOJ</sup> Gary O. Zabriskie, Director of Community and Economic Development  
**SUBJECT:** Re-Appointment Recommendations for Revolving Loan Fund Board  
**DATE:** August 2, 2016

The Five County Association of Governments has operated a Revolving Loan Fund (RLF) for nearly 30 years. The RLF is intended to provide supplemental financing to startup and growing businesses in the region that may not be able to generate adequate capital from private sector lenders. The RLF "fills the gap" between available private sector debt and equity capital and the owner's capital resources. The Revolving Loan Fund does not take the place of a commercial lending, nor should it. Our loan fund typically provides additional "gap" capital in circumstances where a business, that is otherwise sound, would be unable to secure all of the borrowing it needs through a private lender. Our primary purpose of the RLF is to create needed jobs in southwestern Utah. Over its years of operation, the RLF has injected over \$8 million in revolved loan funds to over 133 business deals, resulting in the creation of more than 900 private sector jobs and the retention of over 500 private sector jobs.

The RLF is operated pursuant to policies outlined in the regional Revolving Loan Fund Plan adopted in July 1987, as amended in November 2010. The RLF is administered by the Five County Loan Administration Board. The nine (9) member board is composed of the following:

- 2 Bankers
- 2 Business Owners/Managers
- 1 Utah Workforce Services Department Representative
- 1 Five County Economic Development District Representative (Steering Committee rep.)
- 1 Equity/Investment Representative
- 1 Chamber of Commerce Representative
- 1 County or Municipal Attorney

I recommend that the Five County AOG Steering Committee reappoint **Mr. Kris Braunberger**, CPA with HintonBurdick in St. George, and **Mr. Shaun Warby**, CPA with Warby & Johnson CPAs, PLLC in Cedar City, each for an additional 2 year term on the RLF Board. If reappointed, their new terms will expire on 06/30/2018. Both of these individuals have expressed a willingness to serve on the Board if reappointed.